

Message Text

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PAGE 01 BEIRUT 13796 060633Z

14

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 DRC-01 RSC-01 /024 W

----- 047620

R 051016Z DEC 73

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 5487

INFO AMEMBASSY ABU DHABI

AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

UNCLAS BEIRUT 13796

DEPTALSO PASS MANAMA

E.O. 11652: N/A

TAGS: BEXP, TC, LE, SA, KUJUZ BA

SUBJECT: FY 1974 TRADE MISSIONS

REF: A) STATE 235429; B) KUWAIT :195

1. EMBASSY'S ASSESSMENT OF JANUARY-FEBRUARY DATES FOR PROPOSED EDUCATION EQUIPMENT AND MATERIALS TRADE MISSION IS THAT EARLY 1974 NOT BEST TIME FOR SUBJECT MISSION, BUT NOT SUFFICIENTLY BAD THAT WE WILLING IMPOSE UNILATERAL VETO. SENTIMENTS TOWARD OFFICIAL USG TRADE PROMOTION EFFORTS APPEAR TO BE STRONGER IN OTHER COUNTRIES ON PROPOSED MISSION ITINERARY THAN IN LEBANON, AND WE RECOMMEND USDOC GIVE PRIME CONSIDERATION TO VIEWS EXPRESSED BY OTHER ACTION ADDRESSEES OF STATE REFTEL IN DECIDING WHETHER TO PROCEED WITH MISSION.

2. AS FAR AS BEIRUT STOP IS CONCERNED, EMBASSY CONFIDENT

WE SHOULD BE ABLE MAKE APPOINTMENTS FOR MISSION MEMBERS, PARTICULARLY THOSE SEEKING REPRESENTATIVES, AND WE HAVE NO DOUBT LEBANESE BUSINESSMEN WOULD BE WILLING TAKE ON NEW AMERICAN PRINCIPALS, DESPITE RECENT WAR. LEBANESE END-USERS, ALSO, LIKELY BE INTERESTED IN TALKING TO AMERICAN SUPPLIERS.

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WHETHER LEBANESE, PARTICULARLY GOL EDUCATION AUTHORITIES,

WILLING BUY SUBSTANTIAL AMOUNT AMERICAN EQUIPMENT AT THIS TIME IS SOMEWHAT MORE PROBLEMATIC. RATHER GENERAL PUBLICITY THAT USUALLY ACCOMPANIES VISIT OF A TRADE MISSION, LIKEWISE, MAY NOT BE PARTICULARLY PRODUCTIVE.

3. EMBASSY AGREES WITH EMBASSY KUWAIT'S SUGGESTION THAT AS MUCH OR MORE MAY BE ACCOMPLISHED BY PRIVATE VISITS ON PART OF MISSION MEMBERS AS COULD BE REALIZED BY MISSION. IN EVENT MISSION IS CANCELLED ON RECOMMENDATIONS RECEIVED FROM OTHER POSTS ON PROPOSED ITINERARY, WE PREPARED FACILITATE INDIVIDUAL VISITS BY INTERESTED MISSION MEMBERS.

4. RTDO'S COMMENTS ON TWO OTHER FY 1974 MISSIONS DISCUSSED STATE REFTEL FOLLOWING BY SEPTTEL.
BUFFUM

NOTE BY OC/T: NOT PASSED MANAMA.

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